

Gov. Admin. + Elections Committee
2 B

GOOD MORNING. MR. (MADAM CHAIR) CHAIRMAN I AM HERE TO SPEAK IN FAVOR OF BILL # 5736, AN ACT GIVING PREFERENCE TO RESIDENT BIDDERS IN THE AWARDING OF STATE CONTRACTS .

MY NAME IS JIM RIZZO. I LIVE IN KILLINGWORTH, CT. I AM A LIFELONG RESIDENT OF CT AND MY WHOLE CAREER HAS BEEN IN THE SALES PROFESSION PRIMARILY IN THE TRUCK AND TRUCK RELATED EQUIPMENT INDUSTRY. I AM CURRENTLY VICE PRESIDENT OF SALES AND A PARTNER IN CLIMATE ENGINEERING TRUCK AND TRAILER REFRIGERATION, INC. OUR PRIMARY BUSINESS IS THAT OF SALES, SERVICING AND PARTS FOR TRUCK AND TRAILER REFRIGERATION SYSTEMS, ALONG WITH THE SALES AND SERVICE OF OTHER TRUCK AND TRAILER EQUIPMENT. WE ALSO DISTRIBUTE TRUCK AND TRAILER PARTS. I WOULD LIKE TO THANK THIS COMMITTEE FOR THE OPPORTUNITY TO SPEAK TODAY.

WE ALL KNOW THE CURRENT STATE OF THE ECONOMY IS POOR NATIONWIDE AND UNEMPLOYMENT IS AT AN ALL TIME HIGH. AS A MATTER OF FACT, CT'S UNEMPLOYMENT RATE WAS AT A LOW OF 2.5% BACK IN JAN. OF 2000 AND HAS BEEN ON A FAIRLY STEADY CLIMB SINCE THEN TO 9% AS OF DEC. 2010. (BASED ON BUREAU OF LABOR STATISTICS ATTACHED REPORT). A CNBC POLL OF THE 50 STATES DONE IN 2010 RANKED CT AS ONE OF THE HIGHEST COST STATES TO DO BUSINESS IN, WITH A RANKING OF 47 OUT OF THE 50 STATES IN OUR COUNTRY (SURVEY AND SOURCE ATTACHED). IF YOU LOOK AT OTHER CATAGORIES IN THIS SURVEY, RELATED TO DOING BUSINESS IN CT, YOU WILL SEE THAT CT DID NOT RANK WELL AT ALL.

BECAUSE OF OUR CURRENT ECONOMIC SITUATION, BUSINESS IS HIGHLY COMPETITIVE AND COMPANIES ARE STRUGGLING TO HOLD DECENT PROFIT MARGINS. IN MANY INSTANCES, IN A COMPETITIVE SITUATION, THOSE COMPANIES WITH LOWER COSTS OF DOING BUSINESS ARE IN A BETTER POSITION TO OPERATE ON LESSOR PROFIT MARGINS AND PUT THEM AT AN ADVANTAGE. CT COMPANIES, IN MANY CASES HAVE A DISTINCT DISADVANTAGE WHEN COMPETING AGAINST OUT OF STATE COMPANIES. SOME OF THESE OUT OF STATE COMPANIES MIGHT HAVE LOWER COST ADVANTAGES SUCH AS, BUT NOT LIMITED TO: LOWER WORKMAN'S COMPENSATION COSTS, LOWER TAXES, LOWER INSURANCE COSTS, LOWER LABOR COSTS THAT ARE A RESULT OF LOWER COSTS OF LIVING, WHICH CT RANKED #45 OUT OF 50 ON COST OF LIVING IN THE CNBC SURVEY.

I SERVED ON THE TOWN OF BRANFORD REPRESENTATIVE TOWN MEETING FROM 1985 TO 1995. DURING THAT TIME, I INTRODUCED AN ORDINANCE THAT WOULD GIVE CONSIDERATION TO A LOCAL TOWN BUSINESS PARTICIPATING IN A LOCAL TOWN BID. A SUMMARY OF THE ORDINANCE IS THAT IF

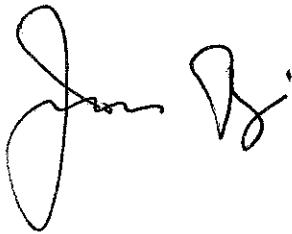
THE LOCAL BUSINESS BID WITHIN 10% OF THE LOWEST BID AND THE LOWEST BID WAS AN OUT OF TOWN COMPANY, THE LOCAL COMPANY WOULD BE GIVEN THE OPPORTUNITY TO MATCH THE LOWEST BID AND WIN THE AWARD. THIS ORDINANCE PASSED AND HAS BEEN EFFECTIVE. THE OBJECT WAS TO KEEP THE TOWN'S MONEY IN TOWN AND SUPPORT THOSE BUSINESSES PAYING THE LOCAL TAXES.

I FELT THIS IS SOMETHING THAT SHOULD BE DONE ON THE STATE LEVEL. I MET WITH REP. CRAWFORD A SHORT TIME AGO AND DISCUSSED THIS CONCEPT AND IT'S POSSIBILITY. HE FELT IT HAD MERIT AND THEREFORE THIS BILL IS BEFORE YOU TODAY. BUSINESSES ARE STRUGGLING. CT IS FACED WITH THE DAUNTING TASK OF CLOSING A MASSIVE BUDGET DEFICIT. WE CT TAXPAYERS, BUSINESSES AND BUSINESS OWNERS ARE GOING TO BEAR THIS FINANCIAL BURDEN ON OUR OWN BACKS. I THINK IT IS ONLY FAIR THAT IF OUR STATE IS GOING RELY ON IT'S CITIZENS AND BUSINESSES TO BEAR THIS BURDEN, THEN OUR STATE SHOULD DO WHATEVER POSSIBLE TO KEEP STATE EXPENDITURES WITHIN OUR OWN STATE. THIS WILL HELP SUPPORT THOSE THAT ARE PAYING THE TAXES TO KEEP OUR STATE OPERATING AND NOT THOSE OUT OF STATE BUSINESSES THAT TAKE CT TAXPAYERS MONEY OUT OF OUR STATE.

I THINK CT COMPANIES SHOULD BE GIVEN THIS EXTRA CONSIDERATION WHEN PARTICIPATING IN THE CT BID PROCESS. LET'S KEEP OUR MONEY OURS AND TRY TO PREVENT IT FROM BECOMING THEIRS.

LET THE BUCK START AND STOP HERE.

I THANK YOU FOR YOUR TIME AND APPRECIATE YOUR SERIOUS CONSIDERATION OF THIS BILL.

A handwritten signature in black ink, appearing to read "John D.", is written below the text. The signature is stylized with a large loop for the 'J' and a distinct 'D'.

Local Area Unemployment Statistics - SOURCE - BUREAU OF LABOR STATISTICS

Original Data Value

Series Id: LASST090000003

Seasonally Adjusted

Area: Connecticut

Area Type: Statewide

State/Region/Division Connecticut

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Years: 2000 to 2010

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2000	2.5	2.4	2.3	2.3	2.3	2.3	2.2	2.2	2.1	2.1	2.2	2.3	
2001	2.4	2.6	2.8	2.9	3.1	3.2	3.3	3.3	3.3	3.4	3.4	3.5	
2002	3.6	3.7	3.8	4.0	4.1	4.3	4.4	4.6	4.8	4.9	5.1	5.2	
2003	5.3	5.4	5.5	5.5	5.6	5.6	5.6	5.6	5.5	5.4	5.3	5.2	
2004	5.1	5.1	5.1	5.0	5.0	5.0	4.9	4.8	4.8	4.8	4.8	4.8	
2005	4.8	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.8	4.7	
2006	4.6	4.4	4.3	4.3	4.3	4.4	4.5	4.5	4.5	4.5	4.5	4.4	
2007	4.4	4.4	4.4	4.4	4.4	4.5	4.5	4.6	4.7	4.8	4.9	4.9	
2008	4.9	5.0	5.0	5.1	5.3	5.5	5.7	5.8	6.0	6.2	6.4	6.7	
2009	7.1	7.5	7.8	8.0	8.2	8.4	8.5	8.6	8.7	8.8	8.9	9.0	
2010	9.1	9.2	9.2	9.2	9.1	9.1	9.1	9.1	9.1	9.1	9.1	9.0	

2010 CNBC STATE RANKINGS POLL

Overall	State	Cost of Business	Workforce	Quality of Life	Economy	Transportation	Technology & Innovation	Education	Business Friendliness	Access to Capital	Cost of Living
1	6 Iowa	1	20	17	10	32	29	16	12	36	17
2	32 (tie) Arkansas	2	11	43	27	36	44	33	39	40	3
3	25 Oklahoma	3	22	41	6	41	36	40	25	32	1
4	7 South Dakota	4	15	11	4	27	49	21	3	40	5
5	17 Missouri	5	29	39	29	7	24	15	25	20	9
6	31 South Carolina	6	5	45	46	8	26	43	30	34	24
7	8 (tie) Utah	7	7	5	23	32	25	48	10	39	17
8	26 Idaho	8	8	18	39	29	39	47	22	28	11
9	21 Indiana	9	42	44	41	6	22	16	6	26	13
10	16 Tennessee	10	5	49	36	4	23	41	6	35	1
11	45 Mississippi	11	21	42	35	45	46	49	47	40	13
12	40 Kentucky	12	25	46	44	4	35	37	39	38	3
13	14 Wyoming	13	12	10	9	24	50	22	20	27	27
14	43 Alabama	14	14	48	40	27	30	42	32	40	11
15	4 North Carolina	15	3	32	37	10	11	26	13	10	23
16	12 North Dakota	15	23	13	3	20	47	18	10	40	17
17	46 West Virginia	15	44	40	24	38	48	34	50	40	17
18	13 Nebraska	18	18	21	14	18	37	22	8	40	5
19	23 Oregon	19	33	22	33	15	20	38	28	14	37
20	10 Georgia	20	3	35	37	2	17	28	17	13	9
21	44 Louisiana	21	34	50	25	30	34	32	31	22	24
22	11 Kansas	22	13	27	7	8	31	11	18	33	5
23	18 Arizona	23	2	29	41	23	19	45	5	25	34
24	29 Wisconsin	24	46	23	31	14	21	12	27	30	17
25	3 Colorado	25	10	2	8	36	12	29	4	15	35
26	36 Montana	26	28	15	15	24	44	18	42	36	32
27	38 New Mexico	26	27	34	21	18	31	44	45	28	29
28	2 Virginia	26	9	18	11	12	10	13	2	9	27
29	34 Ohio	29	48	38	34	2	15	18	38	24	15
30	1 Texas	30	16	29	1	1	4	30	19	7	8
31	8 (tie) Minnesota	31	34	12	5	11	16	9	20	19	15
32	41 Michigan	32	41	36	47	24	7	35	35	18	24
33	15 Washington	33	30	8	18	35	5	22	34	5	35
34	19 New Hampshire	34	38	4	12	47	27	6	9	16	39
35	30 Illinois	35	39	24	29	12	14	26	39	6	17
36	42 Delaware	36	17	47	45	44	33	25	1	20	32

Overall	State	Cost of Business	Workforce	Quality of Life	Economy	Transportation	Technology & Innovation	Education	Business Friendliness	Access to Capital	Cost of Living
47	Nevada	37	19	37	49	31	37	50	15	40	37
39	Maine	38	47	6	25	41	41	7	28	40	39
5	Massachusetts	39	23	6	17	39	3	1	14	2	41
20	Pennsylvania	40	42	25	15	16	6	4	32	11	30
28	Florida	41	1	31	48	21	13	35	23	17	30
37	Vermont	42	36	3	12	46	40	4	37	40	43
27	Maryland	43	36	28	18	43	8	10	16	12	45
22	New Jersey	44	32	14	28	32	9	2	35	4	47
49	Rhode Island	45	25	33	49	48	28	14	48	23	41
50	Alaska	46	45	26	41	50	41	45	44	40	47
35	Connecticut	47	40	9	32	40	17	8	23	8	45
32 (tie)	California	48	31	15	18	16	1	31	49	1	49
48	Hawaii	49	50	1	22	49	43	38	42	31	49
24	New York	50	49	18	2	22	2	2	45	3	43

SOURCE - <http://www.cnbc.com/id/37516039>

DATE - 2010 POLL